

## DIALOGUE 1

### 对话一

#### Passing the Customs

##### 办理海关手续

Zhang Ming( Zh)( a member of the ground crew at the Baiyun International Airport)

张明（白云机场地勤人员）

Mr. John Smith(S)(an enterpreneur from New York)

约翰·史密斯先生（来自纽约的企业家）

(Mr. Smith arrives at the Baiyun International Airport at about 10 o'clock in the morning. As soon as he gets off the plane, Zhang Ming comes up to him and greets him.)

（史密斯先生在上午 10 点钟左右到达了白云机场，他一下飞机 张明就走上前去 向他打招呼。）

Zh: Hello, Sir. May I help you carry the luggage?

张：您好，先生。我能帮您拿一下行李吗？

s: Thank you. I think I can manage. But would you please tell me how to get to the Customs?

史：谢谢！我想我能拿得动。但是，您能告诉我去海关怎么走吗？

Zh: This way, please. Take care.

张：请这边走。您走好。

S: Thank you very much.

史：太谢谢您了。

(Mr. Smith comes to the Customs and a Customs officer goes up to him.)

(史密斯先生来到海关，一位海关关员走上前去。)

CO: Hello. Is all your luggage here?

关员：您好。您的行李都在这里吗？

S: Yes, a briefcase, a travelling bag and a suitcase, that's all.

史：是的。一个公事包，一个旅行袋和一个手提箱，就是这些了。

CO: Please go to Waiting Room No. 3 for Customs Inspection. Well, let me help you with your luggage.

关员：请到 3 号候检室等候海关检查吧。来我帮您拿行李。

S: No, thank you. I can manage it.

史：不用了，我能拿得动，谢谢。

(in Waiting Room No. 3)

(在 3 号候检室)

CO: Please bring your luggage here for inspection. Will you show me your declaration form, please?

关员：请把您的行李拿过来检查一下。把您的申报单拿给我看看好吗？

S: Here you are, officer.

史：给您。

CO: Is all your luggage here?

关员：您的行李都在这儿吗？

S: Yes, a briefcase, a travelling bag and a suitcase.

史：是的。一个公事包，一个旅行袋和一个手提箱。

CO: Your briefcase is exempted from examination. Will you open your travelling bag and suitcase, please?

关员：公事包免检。请把旅行袋和手提箱打开好吗？

S: Certainly.

史：可以。

CO: Do you have anything to declare?

关员：有什么东西要申报关税吗？

S: No. I have only personal effects.

史：没有。我只有自用物品。

CO: Do you have any spirits or tobacco?

关员：带有白酒或香烟吗？

S: Yes, I've got five packets of cigarettes and three bottles of whisky.

史：有。有五包香烟和三瓶威士忌酒。

CO: That's not in excess of the duty-free allowance. Well, I see you have three cameras, four tape-recorders and five mobile phones.

关员：这些物品不超过免税限额。还有，我看到您有三台照相机、四台录音机和五部手机。

S: Yes, one camera, one tape recorder and one mobile

phone are for my personal use and the other two cameras and three tape-recorders are intended to be gifts. The other mobile phones are samples for my corporation.

史：是的。其中一台照相机、一台录音机和一部手机是我自己用的；另外两台照相机和三台录音机是要作为礼品送人的；其余的手机是本发明的产品样品。

CO: Each passenger is allowed one camera, one tape-recorder and one mobile phone dutyfree. You'll have to pay duty for the other cameras and tape-recorders.

As for the samples they are subject to duty, also.

关员：每人允许免税携带一台照相机、一台录音机和一部手机。其他的照相机和录音机您得打税。这些样品您也要打税。

S: Well, where shall I pay the duty for the cameras, tape-recorders and mobile phones?

史：好吧。我在哪儿给这照相机、录音机和手机交税呢？

CO: Please wait a moment. I'll make out the duty memo... Take this and pay the man over there.

关员：请稍等。我给您开张税单.....请拿着这张税单到那边那个人处交税。

(Returning after he paid the duty for the cameras, tape-recorders and mobile phones)

(为照相机、录音机和手机交完税后回来)

S: I've paid the duty. Here is the receipt.

史：我交过税了，这是收据。

CO: Thank you. (Marking the travelling bag and the suitcase to indicate that they have been cleared by the Customs.)  
That's all. I hope you enjoy your stay in Guangzhou, Mr. Smith.

关员：谢谢（在旅行袋和手提箱上做了记号，表示该旅行袋和手提箱已经结关。史密斯先生，祝您在广州过得愉快！）

S: Thank you, officer.

史：谢谢！

## Notes

### 注 释

1. declaration (纳税品等) 申报  
a Customs declaration 报关单  
a declaration form 申报单
2. be exempted from 免除 免于 免税  
e. g. Samples are usually exempted from Customs Inspection. 样品通常免于海关检查。
3. declare 申报(纳税品等)  
e. g. Have you anything to declare? 你有什么东西要报税吗?
4. personal effects 私人用品 自用物品 (个人财产(物))

5. spirits 烈性酒
6. in excess of 超过  
e. g. What you take is in excess of the duty-free allowance. 你携带的物品超过了免税限额。
7. pay duty for 缴税  
duty 税, 相当于 tax, taxation  
Customs duties 关税  
license duties 牌照税  
duties on imported goods 商品进口税
8. subject to duty (货物) 应缴税的
9. make out the duty memo 开(列) 税单
10. clear 为 船只或船货 报关; (船只 报关后离开  
e. g. The freighter cleared Guangzhou harbor yesterday. 那只货船昨天 (办好出港手续后) 离开广州。

## DIALOGUE 2

### 对话二

#### Meeting a Foreign Investor at an Airport

#### 在机场迎接国外投资者

Wang Fang (W) (an investment counselor from GET)

王芳 (广州经济技术开发区招商员)

Zhang Lin (Zh) (Office director of GZMBI)

张林 (广州市外商投资局办公室主任)

(When Mr. Smith comes out of the gate of the Baiyun International Airport, Wang Fang comes up to him.)

(史密斯先生走出白云机场大门的时候,王芳走上前去。)

W: Excuse me, but are you Mr. Smith?

王: 请问,您是史密斯先生吗?

S: Yes, I'm John Smith from New York.

史: 是啊,我是约翰·史密斯,从纽约来的。

W: I'm an investment counselor from GET (Guangzhou Economic and Technological Development District). My name is Wang Fang.

王: 我是广州经济技术开发区的招商员,名叫王芳。

S: How do you do, Miss Wang?

史：您好，王小姐！

W: How do you do? Is this all your luggage?

王：您好。您的行李就这么多吗？

S: Yes, a briefcase, a travelling bag and a suitcase. That's all I have.

史：是，一个公事包、一个旅行袋和一个手提箱，就是这些。

(At this moment, Zhang Lin, Office director of GZMBI comes to meet Mr. Smith.)

(此时，广州市外商投资局办公室主任张林走过来迎接史密斯先生。)

W: Mr. Smith, may I introduce you to Mr. Zhang Lin, Office director of GZMBI (Guangzhou Municipal Board of Investment)? Mr. Zhang, this is Mr. Smith, an entrepreneur from New York.

王：史密斯先生，我来介绍一下，这是广州市外商投资局办公室主任张林先生。张先生，这是从纽约来的企业家史密斯先生。

S: How do you do, Mr. Zhang? Pleased to meet you.

史：您好，张先生！见到您很高兴。

Zh: Good morning, Mr. Smith? Welcome to China!

张：您好，史密斯先生！欢迎您到中国来。

S: Thank you. It's really great to be here.

史：谢谢！能到贵国来真是太好了。

Zh: Is this your first visit to our country?

张：这是您第一次到我们国家来吗？

S: Yes, it is. It's very nice of you to come out here to meet me.

史：是的。你们到这里来接我，真是太谢谢你们了。

Zh: I'm glad to help you.

张：很高兴能帮助您。

S: Thanks a lot.

史：多谢！

Zh: Did you have a pleasant journey?

张：旅途愉快吧？

S: Yes, it was a very smooth flight. I traveled by CAAC from San Francisco, and enjoyed the journey very much.

史：是啊，飞行很顺利。我是从旧金山乘中国民航班机来的，这次旅行非常愉快。

Zh: I'm glad to hear that.

张：您这样说，我很高兴。

S: I've heard plenty about Guangzhou in the U.S.A. and I'm very pleased to be here.

史：在美国我就听到很多有关广州的情况，所以很高兴到这里来。

Zh: Have you gone through all the Customs formalities?

张：您办理过海关手续了吗？

S: Yes, I've just gone through it.

史：办过了，刚办过。

Zh: Our car is waiting outside the gate of the airport, Mr.

Smith. Let me help you with your luggage.

张：史密斯先生，我们的车就在机场门口等候。我来帮您拿行李吧。

S: Thank you very much.

史：太谢谢了。

L: This way, please.

李：请这边走。

## Notes

### 注 释

1. GET 或 GETDD 是 Guangzhou Economic and Technological Development District(广州经济技术开发区)的首字母缩写形式。
2. GZMBI 是 Guangzhou Municipal Board of Investment(广州市外商投资局)的首字母缩写形式。
3. It's really great to be here. 能到贵国来真是太好了。这是第一次到一个地方和当地的接待人员说话时常用的一句客套话。
4. a smooth flight 平稳的飞行 即飞行顺利
5. CAAC 是 the General Administration of Civil Aviation of China(中国民用航空总局)的首字母缩写形式。
6. enjoyed the journey very much 这次旅行非常愉快(非常喜欢这次旅行)

## DIALOGUE 3

### 对话三

#### On the Way to the Hotel

#### 在去旅馆的路上

(Mr. Smith, Mr. Zhang Lin and Miss Wang Fang get in the car and are on their way to the hotel. Talking about the weather can be a useful way of starting a conversation.)

(史密斯先生，张林先生和王芳小姐上了汽车。在去旅馆的路上，谈论天气是开始谈话的好方法。)

S: Nice and bright this morning, isn't it?

史：今天上午天气真好，是吧？

Zh: Yes, isn't it. The wind will probably increase a little later.

张：是啊，天气不错。一会儿风还会更大。

S: I hope it is nice for the weekend. I want to visit as many places as possible in Guangzhou. You know, I am always excited about visiting in a new place.

史：我希望周末天气能一直晴好。我想在广州多看一些地方。每到一个新地方我总是感到非常激动。

Zh: It must be a great experience.

张：您对这次旅行的感受一定很深。

S: Yes, but I'm a stranger here, Mr. Zhang. I can't speak Chinese and know nothing about your etiquette.

史：是啊。可是，张先生，我是初来乍到，既不会讲汉语，也不懂你们的礼节。

Zh: You needn't worry about anything. I'm sure you will get along very well here. How long do you intend to stay?

张：您什么都不用担心。我敢说您会在这里过得很愉快。您打算在这里待多久？

S: Two weeks or so. I suppose we'll get to the city soon. Is the hotel far from the airport?

史：两个星期左右吧。快到城区了吧？旅馆离机场远吗？

Zh: No, it is quite near, just about 7 kilometers in Dongfengdong Road. Did you see the flyover? We'll soon get to the business center of the city. Perhaps you would call it "downtown".

张：不远，就在东风东路，大约七公里吧。您看见立交桥了吧？我们快到闹市区了，就是您说的“downtown”。

S: I'm glad we are approaching downtown. My orientation is never very good when I'm out of New York. I have seen many newly built residential quarters, sev-

eral metropolitan parks and large-scale construction sites. Guangzhou must be one of the biggest cities in China.

史：很高兴听到你说我们快到闹市区了。我这个人一离开纽约就不认方向了。我看到许多新建的居民区，好几个大公园和大规模的建筑工地，我想广州是中国的一个大城市吧。

Zh: Yes, indeed. It has under its jurisdiction 10 districts and 2 municipalities, with a total area of 7434.4 square kilometers and a population of over 6 million. It is said the area of Guangzhou proper is now the third largest in China.

张：没错。广州市辖十区二市，总面积 7434.4 平方公里，人口六百多万。据说目前的广州市区面积在中国排第三位。

S: Which is the nicest season here?

史：这里哪个季节最好啊？

Zh: I think winter is the best season here. In the winter it is generally warm and everything is green. It never snows in the winter here so you won't have to wear heavy clothing.

张：我认为这里的冬天是最好的季节，在冬天天气一般都很暖和，到处一片绿色。这里的冬天从来不下雪，所以您用不着穿很厚的衣服。

S: This is my first visit to China. I'd like to see as many

places as possible, both in Guangzhou and in the Pearl River Delta. But of course business comes first.

史：这是我第一次到中国来。我想在广州和珠江三角洲尽可能多看一些地方。当然了，谈生意是首要的。

Zh: We'll do our best to make your stay here a pleasant and fruitful one.

张：我们会尽力让您在这里的生活既愉快又有收获。

S: That's very nice of you. I hope you'll arrange some visits between our talks.

史：太谢谢了。我希望你们能在我们的谈判之余安排一些参观活动。

Zh: I'm sure everything can be arranged to your satisfaction. Well, here we are at the hotel.

张：我敢说一切都会安排得让您满意。哎，我们到旅馆了。

S: Oh! It's a wonderful place.

史：啊！好漂亮的地方！

Zh: Let's go to the reception desk first. (to the clerk at the reception desk) This is Mr. John Smith, a room has been reserved for him.

张：咱们先去一下服务台。（对总台服务员）这是约翰·史密斯先生，我们已经给他预定了房间。

Clerk: Let me see. ... Ah, yes ... We've reserved Room 306 for him. Please fill out this form.

服务员：让我想想……啊，是，我们给他留了 306 房间。  
请把这张单填一下。

S: OK. (after filling out the form, he hands it in to the clerk) Here you are.

史：好。（填完单后，他递给了服务员）给你。

Clerk: Thank you.

服务员 谢谢。

## Notes

### 注 释

1. It must be a great experience. 您对这次旅行的感受一定很深。
2. etiquette 礼节  
diplomatic etiquette 外交礼节
3. flyover 立交桥
4. orientation 方位 方向  
e.g. My orientation is never very good when I'm out of London. 我一离开伦敦就迷路。
5. a residential quarter (市民) 住宅区
6. metropolitan parks 都市花园

## DIALOGUE 4

### 对话四

#### A Brief Introduction to GZMBI

#### 广州市外商投资局简介

(The following day, Mr. John Smith comes to GZMBI and Mr. Zhang Lin receives him.)

(第二天 约翰·史密斯先生来到广州市外商投资局 张林先生接待了他。)

Zh: How are you, Mr. Smith?

张：您好，史密斯先生！

S: Very well, thank you. And you?

史：谢谢，您也好吧？

Zh: Fine, too. What can I do for you today?

张：也好。今天我能为您做点什么呢？

S: Would you please tell me something about GZMBI first so that I can become familiar with the investment environment here before I make any decisions?

史：您能不能先给我介绍一下广州市外商投资局的情况，这样我在决策时好做到心中有数。

Zh: I am glad to be of any help to you. Sit down, please,

will you?

张：很高兴能给您提供帮助。请坐。

(As he is making tea for Mr. Smith, he continues.)

(他一边为史密斯先生沏茶一边接着说。)

As you know, GZMBI is an administrative department of the People's Government of Guangzhou Municipality, in charge of introducing foreign capital and technology.

您知道，广州市外商投资局是广州市人民政府负责吸引外资和技术的一个行政机构。

S: I know that. But does it take part in the formation and implementation of local laws and regulations?

史：这我知道。但是投资局参与当地政策和法规的编制和贯彻吗？

Zh: It certainly does. It helps the departments concerned to do so for the purpose of developing foreign capital. It is also responsible for the publication of the instructional catalogues for foreign investment.

张：肯定要参与了。投资局协助有关部门从事这方面的工作，目的就是利用外资，所以还负责外商投资项目目录的公布事宜。

S: It is responsible for the organization, guidance and coordination of all activities concerning the introduction and development of foreign capital by the various districts and various departments under the jurisdiction of the city. Am I right?